Ruth:

1. I will be at a meeting in San Rafael, leaving here 11:30, getting back about 2:00.

   Katie is not yet in. I got a phone message that she was having car trouble and waiting for a part to be brought over to where she was. I've left instructions for her.

2. Attached is one cut at a cash flow to share with board. It was the best I could do, given the time, by using as a template the old Excel format set up by Colleen, plugging in new numbers, and trying to figure out the program as I went along . It's not complete, it's a working document, but as close as we have right now.

   I used Meg's revised income and expenses figures, which we both need to walk through with her to be sure we consider them solid and usable. They include $44,000 for subscription development.

   Note that, based on conversation this morning between Meg and Sharon Comrie, she is projecting another $13,000 in revenue from Issue 84.

   Bottom line is that we still need to find our way to a lot of income (about $100,000 over projected earned revenues for the year). We start going into the hole about April. But . . . the budget approved by the board in August [which neglected a number of expenses and so was overly optimistic] projected us at minus $6700 by February and minus $45,000 by March. So the combination of MWEC sales and end of year appeal has bought us a couple of months to get some movement on fundraising.

INCOME		1/31/95	2/28/95	3/31/95	4/30/95	5/31/95	6/30/95	7/31/95	8/31/95	9/30/95	10/31/95	11/30/95	12/30/95
	Subscription Income	29,348	29,348	28,298	28,298	28,298	26,198	26,198	26,198	24,983	24,983	24,983	25,448
	Back Issue Sales												
	Distributor Sales		13,000	25,783	25,783	25,783	25,783	25,783	25,783	25,783	25,783	25,783	25,783
	MWEC Sales	13,000	5,000	3,000	3,000	3,000	3,000	1,000	1,000	1,000	1,000	1,000	1,000
	Other Sales												
	List Sales	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,500	2,550	2,550
	Royalties												
	Advertising		2,000			2,000			2,000			2,000	
	UnClassifieds Sales	200	200	200	200	200	200	200	200	200	200	200	200
	Gifts and Grants	3,500	500	500	500	500	500	500	500	500	500	500	8,000
	Total Income Month	48,598	52,598	60,331	60,331	62,331	58,231	56,231	58,231	55,016	54,966	57,016	62,981
	Cumlative Income	48,598	101,196	161,527	221,858	284,189	342,420	398,651	456,882	511,898	566,864	623,880	686,861
Expenses													
	Wages and Salary/WER	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012
	Wages &Salary/Point	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188
	Employee Benefits	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456
	Payroll Taxes	2,366	2,366	2,366	2,366	2,366	2,366	2,366	2,366	2,366	2,366	2,366	2,366
	Accounting Fees	200	200	200	200	200	200	200	200	200	200	200	200
	Legal Fees	5,000											
	Bookkeeping	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806
	Janitorial	225	225	225	225	225	225	225	225	225	225	225	225
	Contributors to MWEC												
	Insurance: Liability	40	40	40	40	40	40	40	40	40	40	40	40
	Insurance:Property	211	211	211	211	211	211	211	211	211	211	211	211
	State Comp Insurance	511	511	511	511	511	511	511	511	511	511	511	511
	MWEC: Buy from Harper	1,000		27,000	24,500								
	MWEC: Shipping	8,000	4,000	1,000	1,000	1,000	1,000						
	Other taxes and fees												
	Bldg Rental	3,675	3,675	3,675	3,675	3,675	3,675	3,675	3,675	3,675	3,675	3,675	3,675
	Container Rental	1,635			1,635			1,635			1,635		
	Utilities	450	450	450	450	450	450	450	450	450	450	450	450
	Telephones	500	500	500	500	500	500	500	500	500	500	500	500
	Long Distance	475	475	475	475	475	475	475	475	475	475	475	475
	Postage/Shipping	450	450	450	450	450	450	450	450	450	450	450	450
	Supplies	300	300	300	300	300	300	300	300	300	300	300	300
	Library & Subscriptions	1,200											
	Moving Expenses	600											
	Equipment under $30.00												
	Equip. Rental/Maintenance												
	List Rental Expenses	765	765	765	765	765	765	765	765	765	765	765	765
	Fundraise: Insert Cards		500			500			500			500	
	Fundraise: End of Year Mail												7,500
	WER Printing	17,000	25,442			24,630			24,160			26,000	
	WER Freight			6,000			6,000			6,000			6,000
	WER Fulfillment	3,000	3,000	5,000	3,000	3,000	5,000	3,000	3,000	5,000	3,000	3,000	5,000
	WER Postage			5,660			5,240			5,240			5,240
	WER Production Services		500			500			500			500	
	WER Content and Cover			12,000			12,000			12,000			12,000
	WER Subscrip Development	3,000	5,000	3,000	3,000	5,000	3,000	5,000	3,000	3,000	3,000	5,000	3,000
	WER Newsstand: Eastern			14,300	14,300	14,300	14,300	14,300	14,300	14,300	14,300	14,300	14,300
	WER Newsstand: Freight			7,000			7,000			7,000			7,000
	Total Expenses	72,065	70,072	105,590	79,065	80,560	78,170	55,565	77,090	77,170	53,565	80,930	84,670
	Cumulative Expenses	72,065	142,137	247,727	326,792	407,352	485,522	541,087	618,177	695,347	748,912	829,842	914,512

	Net Income - Expenses	(23,467)	(17,474)	(45,259)	(18,734)	(18,229)	(19,939)	666	(18,859)	(22,154)	1,401	(23,914)	(21,689)
	Cash Start of Month	110,000	86,533	69,059	23,800	5,066	(13,163)	(33,102)	(32,436)	(51,295)	(73,449)	(72,048)	(95,962)
	Cash End of Month	86,533	69,059	23,800	5,066	(13,163)	(33,102)	(32,436)	(51,295)	(73,449)	(72,048)	(95,962)	(117,651)

Total
322,581
0
270,830
36,000
0
30,550
0
8,000
2,400
16,500
686,861
686,861
180,144
38,256
17,472
28,392
2,400
5,000
21,672
2,700
0
480
2,532
6,132
52,500
16,000
44,100
6,540
5,400
6,000
5,700
5,400
3,600
9,180
2,000
7,500
117,232
24,000
44,000
21,380
2,000
48,000
44,000
143,000
28,000
914,512
914,512